Buckman™
Chemistry, connected.

ACHIEVE BEST-IN-CLASS **DEFOAMER USE**

CHALLENGE:

CHEMISTRY HAS **LIMITATIONS**

Chemistry can only take you so far. And often your purchasing agreement heavily influences how you dose your chemicals, creating a conflict of interest between costs and overall process efficiency. On top of this, many vendors are bundling process control technologies with their chemicals to make initial costs more attractive, but this can lock you into a lengthy relationship when it comes to chemistry choice and actual dosing needs.

You know cost pressures only continue to increase, and your procurement team is doing the best they can to ensure profitable operations. But they don't always see the impact under- or overuse of defoamer can have on your process. Too little and your machines won't perform as expected. Too much and you'll see deposits, strength degradation, and other impacts on production or quality.

As cost pressures increase and with performance at stake, it's **critical to understand the implications of too much or too little defoamer use**.

BREAK THE CHEMISTRY CYCLE **BY HOLDING AIR AT TARGET**

With Ackumen™ ECHOWISE® Pro's closed-loop control capability, you will automatically and precisely dose defoamer based on real-time entrained air data.

When entrained air numbers fluctuate, the instinct is to chase them back with defoamer. But overfeeding can impact product quality, which can mean you have to add another chemical to improve things like strength or sizing.

When you partner with Buckman, you will break the chemistry cycle by holding entrained air at your defined target. With ECHOWISE Pro's closed-loop control capability, you will automatically and precisely dose defoamer based on real-time entrained air data—**freeing your operators from manual adjustments** and other experiments that often introduce more variability downstream.

And when you flatten air, you remove it as a variable, which means your operators can **better identify the root cause of issues** like strength problems or defects in the sheet. As a result, you're able to make the papermaking process simpler, more consistent, and more predictable, while preventing unnecessary chemical usage and resultant impacts to the environment and your bottom line.

DECOUPLE YOUR PROCESS STABILITY **FROM DEFOAMER PURCHASING**

Through Buckman's subscription model, you can decouple your process stability from defoamer purchasing with the flexibility to implement Ackumen™ ECHOWISE® Pro in all your mills, regardless of the defoamer each location has agreed to purchase.

Your volume-purchasing agreements may dictate how much defoamer you use or lock you into bundled systems you don't want. As a result, your initial cost savings can quickly erode due to wasted chemistry, inefficiencies, and downstream product defects.

When you partner with Buckman, you will decouple your process stability from your defoamer purchasing, so you can make the best decisions for the health and value of your entire process. With Buckman's subscription model, you can **incorporate ECHOWISE Pro technologies, real-time entrained air data, and organizational support** into your operations **without a hefty upfront capital investment or defoamer agreement**.

And you can use this data to buy the right defoamer, not just the cheapest, ultimately dialing in usage to only what you need.

What's more, the agreement provides flexibility to implement ECHOWISE Pro in all your mills, across all your paper machine assets, regardless of the defoamer each location has agreed to purchase. This helps you **maintain an important balance between individual mill autonomy and your customers' quality standards**. You'll also be able to calibrate budgets based on company goals and actual process needs, rather than vendor-driven bundles or purchasing agreements.

ACHIEVE **BEST-IN-CLASS DEFOAMER USE**

When you partner with Buckman, you'll be able to minimize air's influence on the papermaking process to achieve the level of control that's essential for operating like a mill of the future.

Specifically, you'll be able to:

Break the chemistry cycle by holding air at target

Decouple your process stability from defoamer purchasing

Join leading organizations in operating more consistently and predictably to achieve higher-quality production at a lower cost.

For more information, visit us online.

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